



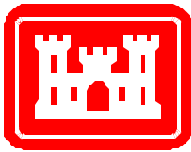
**SOUTH ATLANTIC DIVISION**

**INDUSTRY FORUM  
&  
PRE-PROPOSAL  
CONFERENCE**



# **AGENDA**

<b>8:59-9:02</b>	<b>Opening</b>	<b>Mr. James Dalton</b> , Director Regional Business, South Atlantic Division, US Army Corps of Engineers
<b>9:02-9:05</b>	<b>Welcome</b>	<b>COL Ben Butler</b> , Deputy Commander South Atlantic Division, US Army Corps of Engineers
<b>9:05-9:20</b>	<b>Regional Concept</b>	<b>Mr. James Dalton</b>
<b>9:20-9:30</b>	<b>Small Business JV Teaming Arrangements</b>	<b>Ms. Joyce Thurmond</b> SBA Deputy Regional Director
<b>9:30-11:45</b>	<b>Panel Discussions</b>	
9:30-10:30	- <i>Regional Acquisition Strategy- “Structure, Approach &amp; Timelines” &amp; Execution Plan –Savannah District</i>	<b>Mr. Steve Turner, PM</b> , Savannah District
10:30-10:45	<b>Break</b>	
10:45-11:15	<i>Execution Plan- Mobile District</i>	<b>Mr. Jim Kastner, PM</b> Mobile District
11:15-11:30	<i>Contract Administration</i>	<b>Mr. Joe Caggiano</b> , Construction Division, Savannah District
11:30-11:45	<i>Subcontracting &amp; Teaming Opportunities</i>	<b>Ms. Linda Spadaro</b> , Deputy for Small Business, Mobile District
<b>11:45-12:30</b>	<b>Question &amp; Answer Session</b>	
<b>12:30</b>	<b>Group Session Concludes</b>	
<b>12:30-13:15</b>	<b>Lunch</b>	
<b>13:15- 15:00</b>	<b>Networking &amp; One-on-One One-on-One Discussions</b>	<b>Mobile, Savannah &amp; SAD Team</b> (Ballroom East A&B)



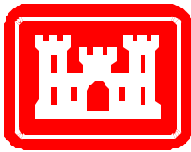
# ***SOUTH ATLANTIC DIVISION***

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## ***WELCOME TO THE SAD “INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE”***

***COL Benjamin Butler  
Deputy Commander  
21 July 2006***



# ***SOUTH ATLANTIC DIVISION***

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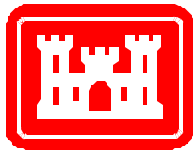
## ***Regional Concept***

***Look for all of today's presentations at below website:***

***<http://www.sad.usace.army.mil/>***

***James Dalton  
Director, Regional Business Directorate  
21 July 2006***

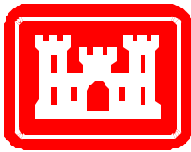




# Introduction



- Introduction of Regional Military Team & Panel Members
- Administrative Notes
  - Questions & answers-- jot down & pass to baskets positioned throughout ballroom
    - Will address all questions as time permits
    - All posted to SAD website NLT 28 July.
  - Today's presentations will be available on SAD website link early next week
  - Networking opportunities after main morning session
    - Name tags are color-coded by type of business



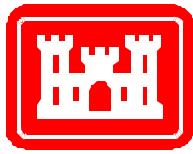
# Military Transformation & BRAC Impact



- USACE MILCON awards topped **\$6.7 Billion** in FY 05
- SAD *largest* MILCON program in US Army Corps of Engineers in FY 05

	Total \$	SB \$	% SB	Total Actions	SB Actions
SAD	1.282B	525M	40.94	3,902	2,194
USACE Total	6.711B	2.986B	44.51	24,194	13,811

- Three major initiatives, above our normal annual military construction program, are key drivers – *BRAC 05, AMF, and military transformation*
- Potential impact of **\$9 Billion** in SAD footprint over next *2-5 years*
- *Still a great deal of uncertainty!*

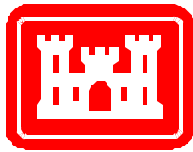


# Facts



- **Over 50% of BRAC Impact Nationwide in SAD Footprint**
- **Overburdened Labor Markets Could Pressure Program**
- **Adequate Numbers of Small Businesses w/ Capacity & Capability Could Be Problematic**
- **Distinctly Different Customers in SAD-Army, AF & DoD with Service/ Agency Peculiar Requirements**
- **District-centric Operating Platforms**
- **Size & Complexity of Projects Growing**





# Direction from Army Secretariat

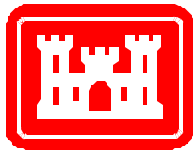


Develop a strategy and implementation plan to support the major permanent restationing initiatives that the Army will execute. Overall objective is to provide the ability to establish, reuse/re-purpose facilities with minimum lead-time, leverage private industry standards and practices, and reduce acquisition/lifecycle costs.

---Nov 2004

Targets: **15%** savings in cost, **30%** savings in time



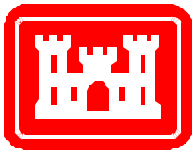


# Overarching USACE Guidance

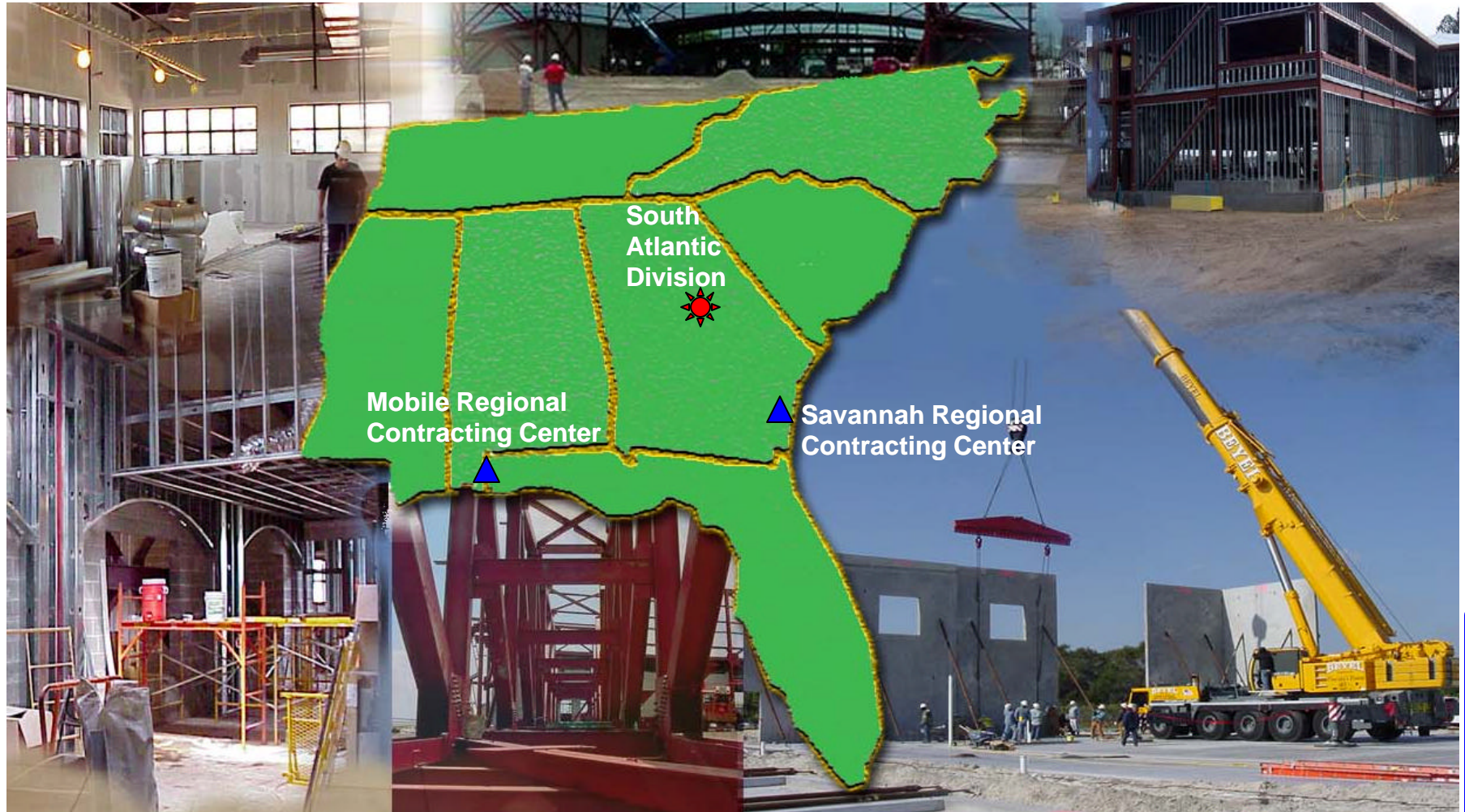


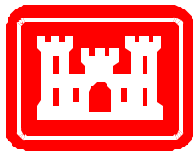
- Reduce overhead costs
- Decrease contract costs (15%)
- Decrease construction delivery time (30%)
- Maximize industry standards & best practices
- Use design-build process in FY 07/08
- Deploy prototype design standard (80%) for assigned facility types





# ***SAD Regional Contracting***





# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***



### ***CURRENT CONTRACT TOOLS***

- ✓ *INDIVIDUAL RFP  
SOLICITATIONS*
- ✓ *SDB8a  
NEGOTIATED  
CONTRACTS*
- ✓ *SDB 8a IDIQs*
- ✓ *WOMAN OWNED*
- ✓ *HUB ZONE IDIQs*
- ✓ *SDVO IDIQ's*
- ✓ *PURCHASE  
ORDERS*

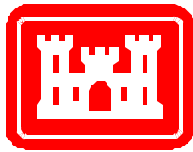
***+***

### ***REGIONAL CONTRACT TOOLS***

- +*** *FACILITY TYPE  
MATOCs/SATOCs*
- +*** *GEOGRAPHIC  
MATOCs*
- +*** *INSTALLATION  
SATOCs*

***=***

***REGIONAL  
MILITARY  
ACQUISITION  
STRATEGY***



# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***



### ***REGIONAL CONTRACT TOOLS FOR MILITARY WORK***

<i>CONTRACT DESCRIPTION</i>	<i>NO. POOLS</i>	<i>NO. CONTRACTS</i>	<i>TOTAL CAP. \$ (M)</i>
<i>FACILITY TYPE (FT)</i>	<i>14</i>	<i>36 to 49</i>	<i>\$2,755</i>
<i>GEOGRAPHIC GROUP (GG)</i>	<i>9</i>	<i>28 to 32</i>	<i>\$2,580</i>
<i>REIMBURSIBLE PROGRAM (RP)</i>	<i>14</i>	<i>14</i>	<i>\$1,050</i>
<i>TOTAL</i>	<i>37</i>	<i>78 to 95</i>	<i>\$6,385</i>





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# Small Business Joint Ventures & Teaming Arrangements

Joyce Thurmond  
SBA Procurement Center Representative  
Atlanta, Georgia

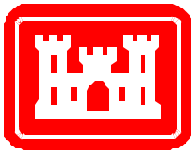




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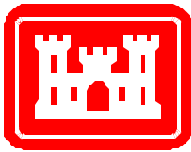
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# *South Atlantic Division*

# *Regional*

# *Acquisition Strategy*

**Steve Turner**  
**Savannah District**  
**21 July 2006**



# ***SOUTH ATLANTIC DIVISION***

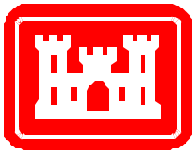


***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***

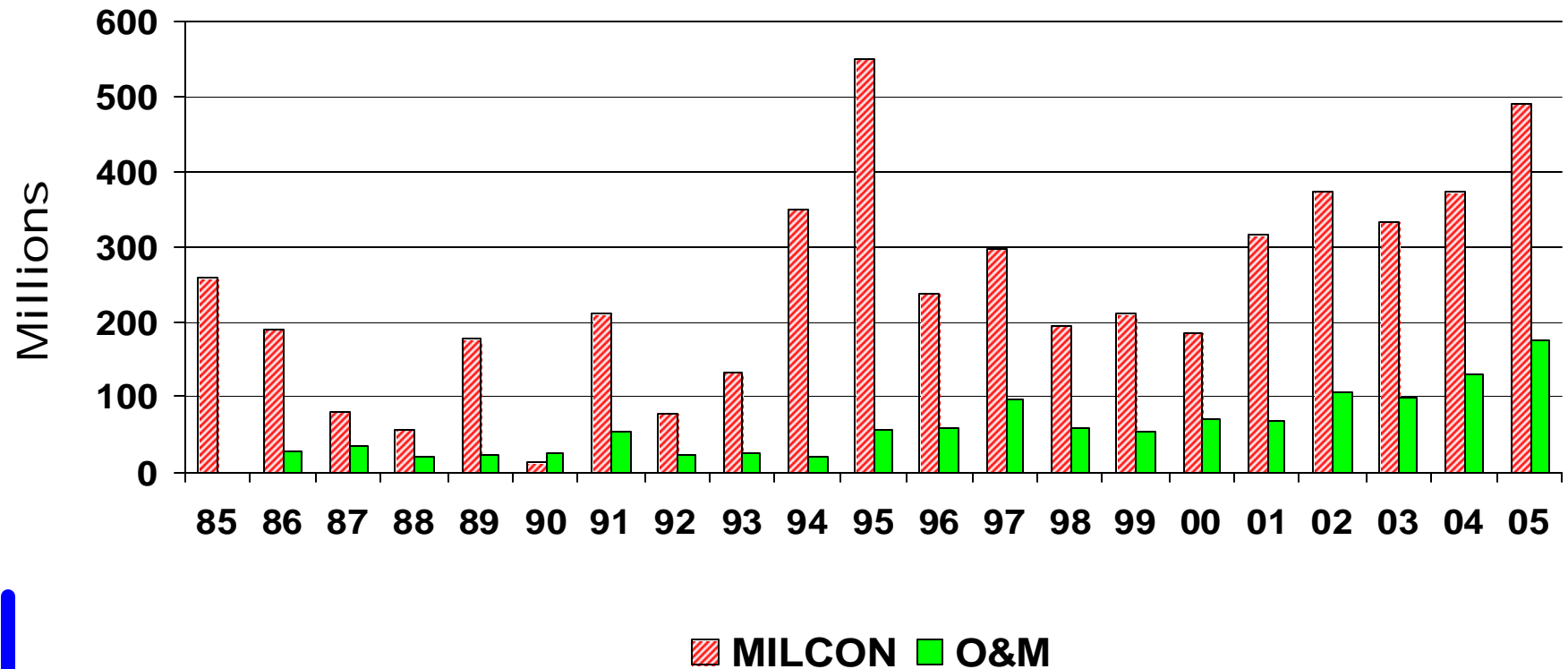
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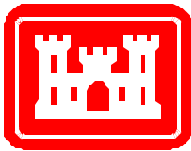
## ***PANEL OVERVIEW***

- |  |                      |
|--|----------------------|
| ◆ <b>Regional Acquisition Strategy</b> | <b>Steve Turner</b>  |
| ◆ <b>Pools &amp; Solicitations</b>     |                      |
| - Savannah                             | <b>Steve Turner</b>  |
| - Mobile                               | <b>Jim Kastner</b>   |
| ◆ <b>Contract Administration</b>       | <b>Joe Caggiano</b>  |
| ◆ <b>Subcontracting &amp; Teaming</b>  | <b>Linda Spadaro</b> |

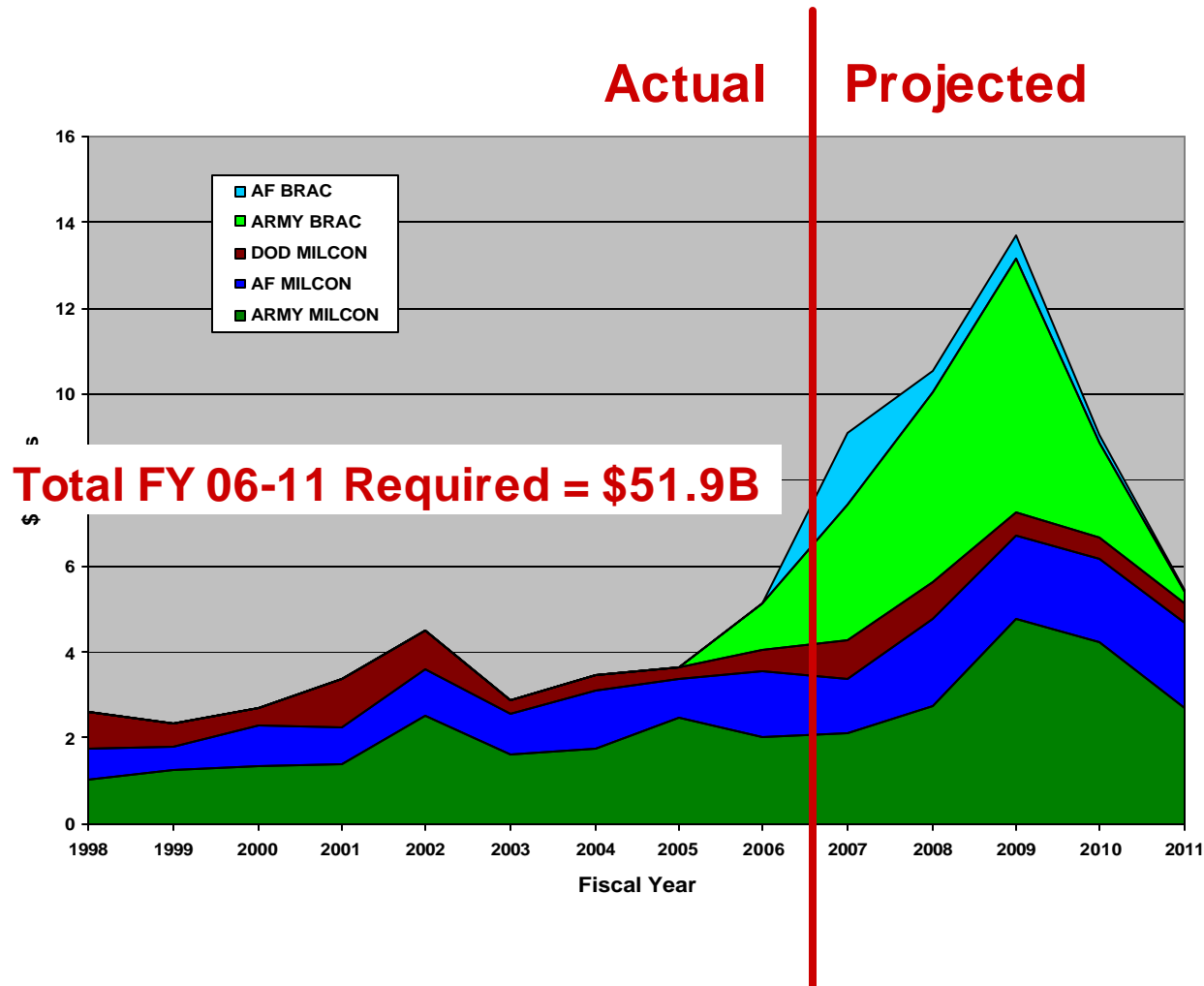


# ***MILITARY CONTRACT AWARDS***

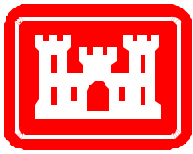




# ***MILCON and BRAC CONSTRUCTION REQUIREMENTS***

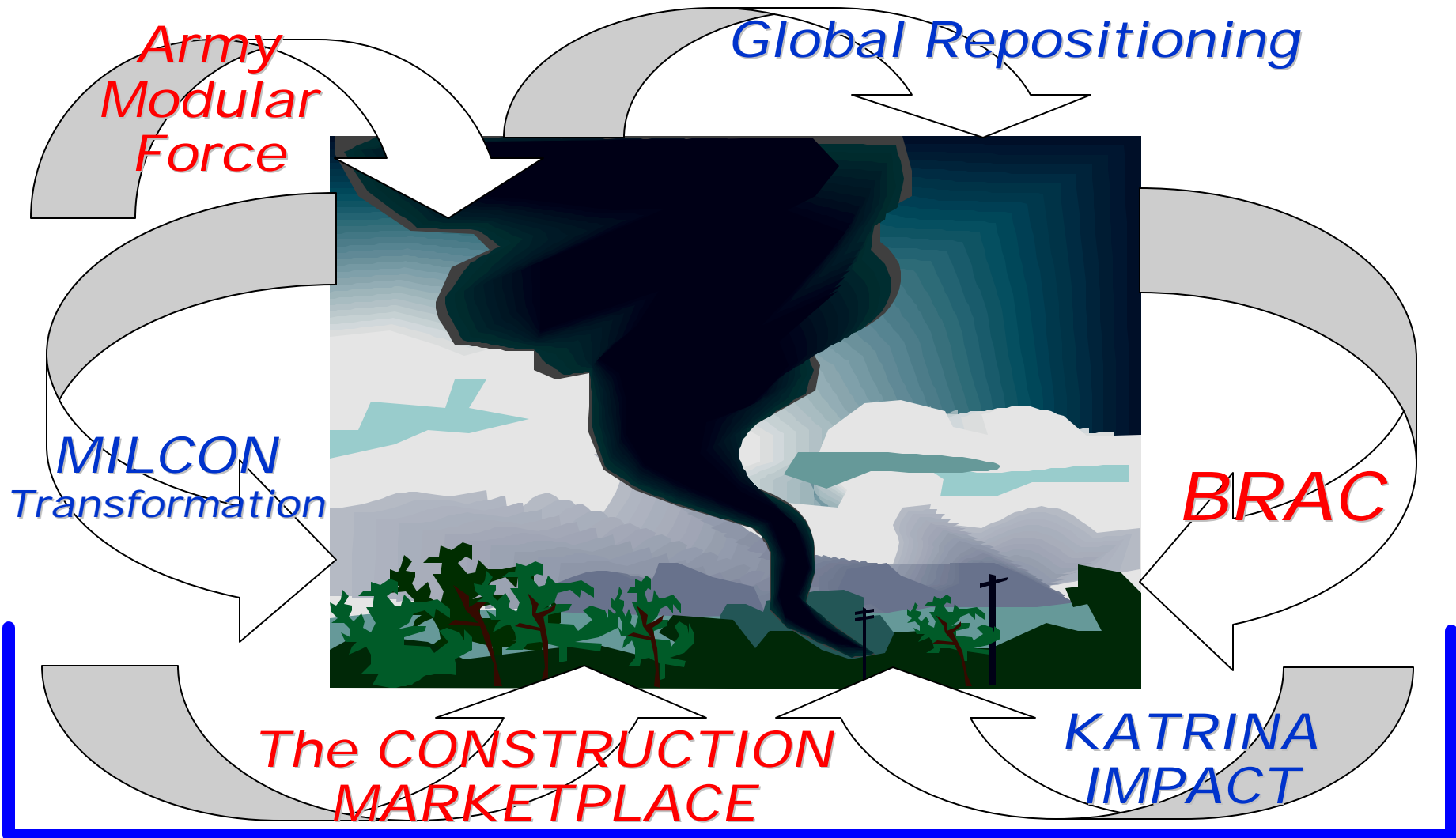




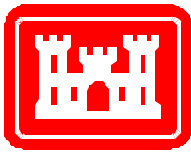


# MILITARY PROGRAM TRENDS

## FY-07 thru FY-11







# ACQUISITION TRENDS

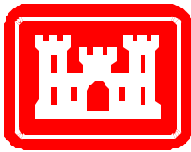
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## **IN FY-99:**

- ***65% of all solicitations were Sealed Bid***
- ***20% 8(a) negotiated***
- ***5% Design-Build***
- ***NO IDIQs for construction***

## **IN FY-06:**

- ***NO solicitations were Sealed Bid***
- ***25% 8(a) negotiated***
- ***33% Design-Build***
- ***All were “Best-Value”***
- ***10 IDIQs for construction***

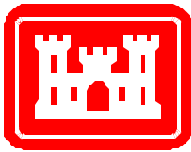


# ***SAD ACQUISITION TRENDS IN FY-07***

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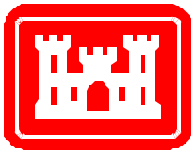
- ◆ ***NO solicitations will be Sealed Bid***
- ◆ ***25% plus 8(a), but more competitive than negotiated matches***
- ◆ ***70% Design-Build – primarily Army***
- ◆ ***If not Design-Build, then Price – Performance Trade-Off***
- ◆ ***MATOCs and SATOCs will serve as the primary contract vehicles for military construction***



# ***MILITARY PROGRAM TRENDS***



- ◆ ***Best Value Procurements – focused on past performance and experience traded-off with price***
- ◆ ***Design-Builds***
- ◆ ***MATOCs and SATOCs***
- ◆ ***Projects to Small Disadvantaged Businesses – 8(a), Woman-Owned, Service Disabled Vets – growing in number and dollar size***
- ◆ ***Transition to the Centers of Standardization***



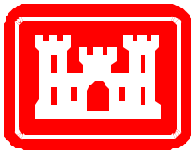
# ***THE CHALLENGE***

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***How do we solve the challenges of the  
the future?***

***The MILITARY  
TRANSFORMATION RFP...***

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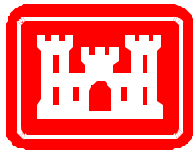


# ***MILITARY TRANSFORMATION RFP***

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- ◆ ***Design-Build RFP***
- ◆ ***Solicitations from one District to the next will look alike***
- ◆ ***Construction Budget will be given***
- ◆ ***Main evaluation factors will be on “quality features”***
- ◆ ***Much less prescriptive – more performance oriented***
- ◆ ***Don’t expect floor plans – only functional relationships***



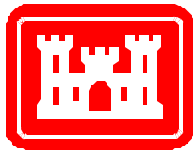
# MILITARY TRANSFORMATION



## ADVANTAGES OF THE MILITARY TRANSFORMATION APPROACH:

- *Capitalizes on industry strengths and best practices*
- *Encourages non-traditional builders to compete*
- *Good performance can result in repeat business*
- *Repetitive nature of the work reduces learning curve, providing for lower cost, faster delivery and improved quality*
- *Facilitates incorporation of lessons learned into future task orders*
- *Allows supporting District to concentrate on one or two product lines and become the expert within the region*





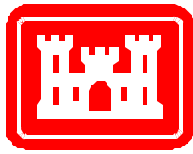
# ***MILITARY TRANSFORMATION***



## ***Execution as a Continuous Building Program***

- ✓ *Gain efficiency thru experience of many similar facilities*
- ✓ *Greater cost predictability*
- ✓ *Speed of delivery*
- ✓ *Continuous facilities improvement (process, product collaboration and building systems)*
- ✓ *Reduction in design cost and duration*

***“Gaining economies of scale”***



# ***CENTERS OF STANDARDIZATION***



## **Savannah District**

- **Company Operations Facilities**
- **Tactical Equipment Maintenance Facilities**
- **Brigade Operations Complex**
- **Brigade/Battalion HQ**
- **Command and Control Facilities**
- **Deployment Facilities**

## **Omaha District**

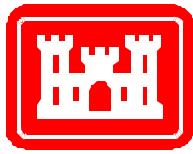
- **Religious Facilities**
- **Access Control Points**

## **Louisville District**

- **Army Reserve Center**
- **Operational Readiness Training Complex**

## **Honolulu District**

- **Unaccompanied Officer Quarters**
- **Transient Officer Quarters**



# ***CENTERS OF STANDARDIZATION***



## **Fort Worth District**

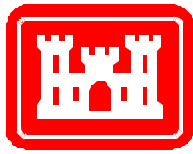
- **UEPH**
- **Basic Combat Training Complex**
- **Advanced Individual Training**
- **General Purpose Warehouse**
- **Central Issue Warehouse**

## **Mobile District**

- **Aviation – Vertical Construction**
- **4-Star HQ Facilities**
- **National Guard Armory**

## **Norfolk District**

- **General Instruction Building**
- **Classroom 21**
- **Enlisted Personnel Dining Facility**
- **Military Entrance Processing Station**
- **Family Housing RFP**
- **Information Systems Facility**
- **Criminal Investigation Facility**



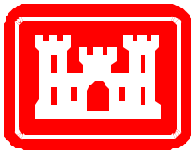
# ***CENTERS OF STANDARDIZATION***



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## **Huntsville**

- **Close Combat Tactical Trainer**
- **Military Operations Urban Terrain Facility**
- **Training Ranges**
- **Physical Fitness Center**
- **Outdoor Sports Facilities**
- **Child Development Centers**
- **Youth Activity Centers**
- **Consolidated Fire, Safety and Security Facilities**
- **Fire Station**
- **Hazardous Material Storage Facilities**
- **Army Community Service Centers**
- **Bowling Centers**

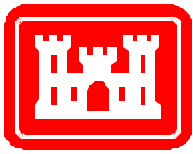


# ***Move to the CENTERS OF STANDARDIZATION***

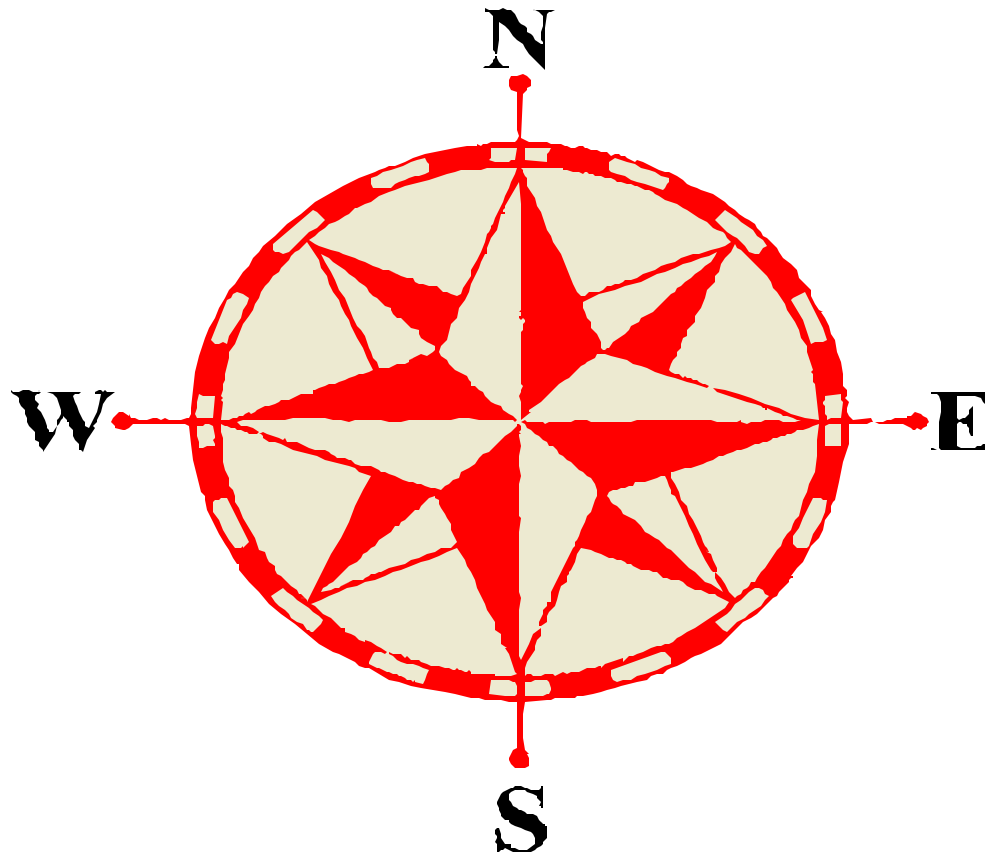
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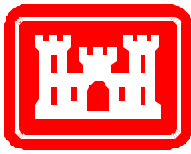
- ◆ ***FY-07: Districts begin using MILCON Transformation RFP and regional MATOCs***
- ◆ ***FY-08 and FY-09: Transition to Centers of Standardization – capitalizing on lessons-learned from FY-07. Standard Designs for Site Adapt after FY-07. COS Districts stand up Task Order Contracts.***
- ◆ ***FY-09 and beyond: Centers of Standardization issue Task Orders of specific facility types. Geographic Districts act as “integrators”.***



# *Where is SAD headed?*





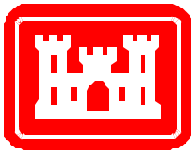


# ***ACQUISITION OBJECTIVES***

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- ◆ ***Meet Small Business Goals***
  - ◆ ***Streamline Procurements***
  - ◆ ***Gain Efficiencies in Construction***
-

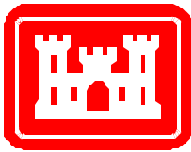


# ***Savannah District SMALL BUSINESS GOALS***



## ***FY-06 SMALL BUSINESS GOALS PROJECTED OVER FY-07 THRU FY-11 MILITARY PROGRAM***

	PERCENTAGE	DOLLARS (in Thousands)
<i>Small Business</i>	41.5%	\$ 2,689,002
<i>SDB 8(a)</i>	16.5%	\$ 1,069,121
<i>HUBZONE</i>	8.0%	\$ 518,361
<i>Woman Owned</i>	5.7%	\$ 369,333
<i>SDVOSB</i>	1.5%	\$ 97,193



# ***SMALL BUSINESS STRATEGY***



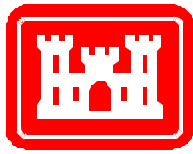
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## ***STRATEGY to MEET SMALL BUSINESS GOALS:***

- ◆ ***Projects with construction value less than \$3 Million – direct 8(a) matches and negotiated***

***-or-***

- ◆ ***Approximately 14 - 8(a) SATOC contracts. Each contract has an installation or area focus.***
- ◆ ***Construction Task Orders against Geographic SATOCs are of increased size and duration – varies from \$25 - \$100 Million for 5 years***



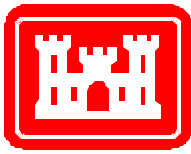
# ***SMALL BUSINESS STRATEGY***



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## ***TO MEET SMALL BUSINESS GOALS:***

- ✓ ***Multiple Award Task Order Contract (MATOC)***
- ✓ ***Design-Build***
- ✓ ***Focused on specific types of buildings or construction***
- ✓ ***3 – 6 Contractors in a pool***
- ✓ ***Pre-qualified based on past performance and experience***
- ✓ ***Competition on quality –the budget is given.***



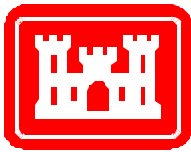
# ***STREAMLINING STRATEGIES***



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## ***OBJECTIVE to STREAMLINE PROCUREMENTS***

- ◆ ***Reduce acquisition times***
  - ◆ ***Reduce number of solicitations***
  - ◆ ***Reduce Contractors costs of competing***
-



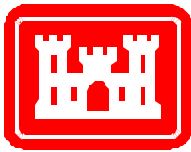
# **STREAMLINING STRATEGIES**



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## ***Single Award Task Order Contract (SATOC) for specific types of projects – the “product line”***

- ◆ ***Uses Design-Build to take advantage of industry standards for construction***
- ◆ ***Uses model RFPs and standard designs***
- ◆ ***Selects a Design-Build Team based on “best value”***
- ◆ ***Subsequent projects will be awarded after price negotiations – expectations are that prices will drop and quality will increase as the lessons-learned are incorporated and the learning curve is overcome.***



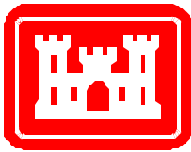
# **STREAMLINING STRATEGIES**

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***Multiple Award Task Orders (MATOC) for specific types of projects – the “product line”***

- ◆ ***Uses Design-Build to take advantage of industry standards for construction***
- ◆ ***Uses model RFPs and standard designs***
- ◆ ***Pre-qualifies a group of contractors***
- ◆ ***Project selection based on site specific requirements and price – reducing Offerors submission requirements and Govt evaluation***



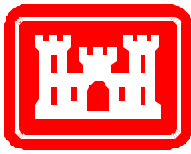
# ***STREAMLINING STRATEGIES***



## ***UNRESTRICTED MATOCs for either the “product line” or general construction***

- ◆ ***Design-build contracts for barracks complexes***
- ◆ ***General Construction with each project of approximately \$20+ Million – 3 to 4 Contractors in a competitive pool with up to \$500 Million for 5 years***
- ◆ ***Large Ranges – 3 to 4 Contractors in a competitive pool with \$200 Million for 5 years***





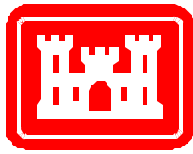
# ***STREAMLINING STRATEGIES***

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## ***STILL A NEED for UNRESTRICTED Project Specific RFPs:***

- ◆ ***Projects are too large for SDB or HUBZONE***
- ◆ ***Projects are one of kind or complex***
- ◆ ***No standard design***
- ◆ ***Not suitable for design-build***
- ◆ ***Customer preference***

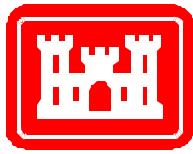


# ***STREAMLINING STRATEGIES***



## ***Unrestricted RFP examples:***

- ◆ ***Ammo storage: \$15 - \$50 Million***
- ◆ ***Infrastructure Improvements: \$40 Million***
- ◆ ***Replacement Medical facilities: up to \$500 Million***
- ◆ ***FORSCOM HQs: \$400 Million***
- ◆ ***Armor School Training Facilities: 6 buildings \$70 - \$170 Million each***
- ◆ ***Wharf Replacement and dredging, MOTSU: \$70 Million***

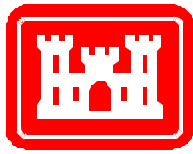


# ***GAIN EFFICIENCIES in CONSTRUCTION***



***Key tool is the use of a contract centered  
on a “product line” which ...***

- ◆ Uses a standard design and selection criteria,***
- ◆ With the same contractor or group of contractors,***
- ◆ And takes advantage of continuous building –  
overcomes the learning curve, capitalizes on  
economies of scale, incorporates lessons-learned.***



# ***MILITARY PROGRAM TRENDS***

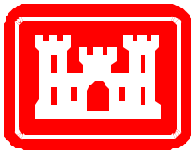
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◆ ***PRELIMINARY ACQUISITION STRATEGY  
PRESENTED FOR INFO and ADVANCE  
PLANNING***

◆ ***FOCUSED ON CONTRACTS – NOT  
INSTALLATIONS***

- ✓ ***Specific facility types***
- ✓ ***Geographically oriented***



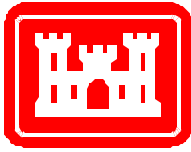
# ***FY-07 thru FY-11 ACQUISITION STRATEGY***



## ***8(a) SATOCS***

### ***with DESIGN-BUILD CAPABILITY***

<b><i>Child Development Ctrs</i></b>	<b><i>\$50 Million over 3 years</i></b>	<b><i>1 contractor</i></b>
<b><i>Fire Stations</i></b>	<b><i>\$25 Million over 3 years</i></b>	<b><i>1 contractor</i></b>
<b><i>Physical Fitness Ctrs</i></b>	<b><i>\$40 Million over 3 years</i></b>	<b><i>1 contractor</i></b>
<b><i>Warehouses</i></b>	<b><i>\$30 Million over 3 years</i></b>	<b><i>1 contractor</i></b>



# ***FY-07 thru FY-11 ACQUISITION STRATEGY***

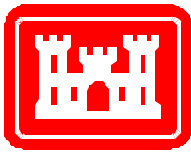
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## ***8(a) MATOCs CONTRACTS with DESIGN-BUILD CAPABILITY***

<b><i>Administrative Facilities</i></b>	<b><i>\$200 Million over 5 years</i></b>	<b><i>4-6 contractors</i></b>
<b><i>Vehicle Maintenance Facilities</i></b>	<b><i>\$60 Million over 3 years</i></b>	<b><i>3-4 contractors</i></b>



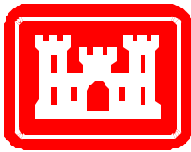


# ***FY-07 thru FY-11 ACQUISITION STRATEGY***



## ***8(a) MATOCs CONTRACTS NOT DESIGN-BUILD***

<b><i>Training Ranges</i></b>	<b><i>\$200 Million over 3 years</i></b>	<b><i>3-5 contractors</i></b>
<b><i>Site Development</i></b>	<b><i>\$100 Million over 5 years</i></b>	<b><i>5-7 contractors</i></b>

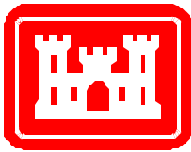


# ***FY-07 thru FY-11 ACQUISITION STRATEGY***



## ***8(a) INDEFINITE DELIVERY CONTRACTS with DESIGN-BUILD CAPABILITY***

<b><i>GENERAL CONSTRUCTION – PRIMARILY O&amp;M funds</i></b> <ul style="list-style-type: none"><li><b><i>•Fort Bragg</i></b></li><li><b><i>•82d Airborne, Bragg</i></b></li><li><b><i>•North Carolina</i></b></li><li><b><i>•Fort Benning</i></b></li><li><b><i>•Armor School, Benning</i></b></li></ul>	<b><i>\$100 Million for 5 years</i></b>	<b><i>5 contractors</i></b>
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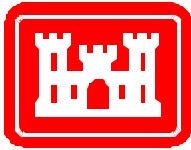


# ***FY-07 thru FY-11 ACQUISITION STRATEGY***



## ***8(a) INDEFINITE DELIVERY CONTRACTS with DESIGN-BUILD CAPABILITY***

<b><i>GENERAL CONSTRUCTION – PRIMARILY O&amp;M funds</i></b> <ul style="list-style-type: none"><li><b><i>•Fort Stewart</i></b></li><li><b><i>•Georgia</i></b></li><li><b><i>•South Carolina</i></b></li></ul>	<b><i>\$50 Million for 5 years</i></b>	<b><i>3 contractors</i></b>
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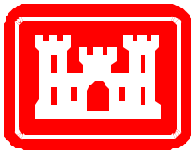
# ***FY-07 thru FY-11 ACQUISITION STRATEGY***



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## ***HUBZONE MATOCS with DESIGN-BUILD CAPABILITY***

<b><i>General Construction</i></b>	<b><i>\$200 Million over 5 years</i></b>	<b><i>4-6 contractors</i></b>
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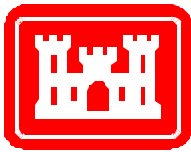


# ***FY-07 thru FY-11 ACQUISITION STRATEGY***



## ***UNRESTRICTED MATOCS - DESIGN-BUILD CAPABILITY***

<b><i>BRAGG Barracks</i></b>	<b><i>\$350 Million for 3 years</i></b>	<b><i>3-4 contractors</i></b>
<b><i>82d Barracks, Bragg</i></b>	<b><i>\$400 Million for 3 years</i></b>	<b><i>4-6 contractors</i></b>
<b><i>GA/SC Barracks</i></b>	<b><i>\$350 Million for 3 years</i></b>	<b><i>3-4 contractors</i></b>
<b><i>Vehicle Maintenance Facilities</i></b>	<b><i>\$250 Million for 3 years</i></b>	<b><i>3-4 contractors</i></b>
<b><i>General Construction – GEORGIA</i></b>	<b><i>\$500 Million for 5 years</i></b>	<b><i>3-4 contractors</i></b>
<b><i>General Construction – SC/NC</i></b>	<b><i>\$200 Million for 5 years</i></b>	<b><i>3-4 contractors</i></b>



# ***FY-07 thru FY-11 ACQUISITION STRATEGY***

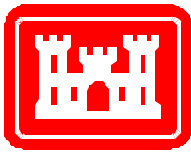
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## ***UNRESTRICTED MATOCS NOT DESIGN-BUILD***

<b><i>Training Ranges</i></b>	<b><i>\$200 Million over 3 years</i></b>	<b><i>3-4 contractors</i></b>
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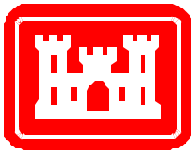
# ***FY-07 thru FY-11 ACQUISITION STRATEGY***



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## ***UNRESTRICTED SATOC CONTRACTS***

<b><i>Trainee Barracks, Benning</i></b>	<b><i>9 projects – \$500 Million over 3 years</i></b>	<b><i>1 contractor</i></b>
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# ***ESTABLISHING the MATOC POOL***



## ***The Design-Build MATOC - PHASE ONE Selection***

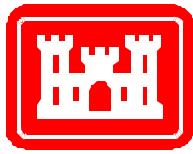
### **◆ *Past performance***

- ✓ *Design A-E***
- ✓ *Construction – include key continuing subs***
- ✓ *Past experience working together***

### **◆ *Experience***

- ✓ *Similar Facilities***
- ✓ *Magnitude of effort***

### **◆ *Design-Build Approach***



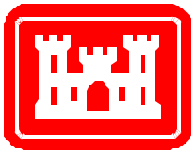
# ***ESTABLISHING the MATOC POOL***



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## ***The Design-Build MATOC - PHASE TWO Selection***

- ◆ ***Up to 8 - 10 Design-Build Teams may be short listed.***
- ◆ ***Phase Two will require submission of a technical and price proposal.***
- ◆ ***The final pool (3 to 5 Contractors) will be the contractors whose proposals represent the “Best Value” to the Government.***

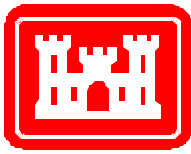


# ***NOT A DESIGN-BUILD MATOC?***



***Competition will be based on full designs***

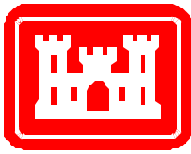
- ◆ ***Past performance***
  - ✓ ***Construction – include key continuing subs***
- ◆ ***Experience***
  - ✓ ***Similar Facilities***
  - ✓ ***Magnitude of effort***
- ◆ ***Each task order may evaluate other factors – schedule, QC, safety, etc.***
- ◆ ***Price***
- ◆ ***Pool will be based on “Best-Value” proposals***



# ***HOW DO YOU GET READY?***

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- ◆ ***Design-build partnerships***
- ◆ ***Past performance***
- ◆ ***Research***
  - ✓ ***Types of facilities***
  - ✓ ***Standards***
  - ✓ ***RFP requirements***
- ◆ ***Bonding Capabilities***
- ◆ ***Mentor-Protégé Relationships***
- ◆ ***Joint Ventures*** *with 8(a), HUBZONE, Woman-owned, SDVOSB*



# ***HOW DO YOU WIN ?***

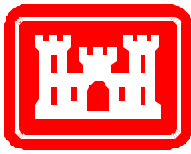
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***FIRST: Cost must meet budget***

***THEN:***

- ◆ ***Quality of construction – materials, techniques, finishes, equipment***
- ◆ ***Schedule – faster, find ways to short cut***
- ◆ ***Past performance – best predictor of future performance***





# ***REFRESHING the CONTRACTOR POOL***

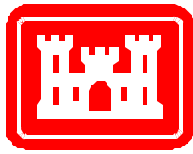
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***It may become necessary to refresh or re-establish the pool of contractors after the initial selection.***

## **WHY?**

- ◆ ***Contractors stop competing***
- ◆ ***No longer receiving competitive prices***
- ◆ ***A contractor performs poorly***
- ◆ ***More work is required than the pool can effectively handle – management, bonding, schedule***



# ***REMOVING A CONTRACTOR FROM the POOL***

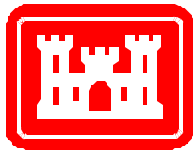
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***It may become necessary to remove a Contractor from competition – either temporarily or permanently.***

## **WHY?**

- ◆ ***Stops competing on task orders***
- ◆ ***Poor performance on task orders and contract***
- ◆ ***Has contracted for more work than it can effectively manage***

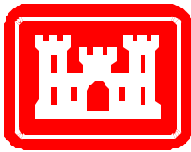


# ***Savannah District***

## ***MILESTONES for Initial D-B Contracts***



<b><i>Industry Forum</i></b>	<b><i>21 July 2006</i></b>
<b><i>First FEDBIZOPS</i></b>	<b><i>late Aug 2006</i></b>
<b><i>First RFP Issued</i></b>	<b><i>late Sep 2006</i></b>
<b><i>Receipt of Phase One Proposals</i></b>	<b><i>late Oct 2006</i></b>
<b><i>Issue Phase Two</i></b>	<b><i>late Nov 2006</i></b>
<b><i>Receipt of Phase Two Proposals</i></b>	<b><i>mid Jan 2007</i></b>
<b><i>Award Initial Task Order</i></b>	<b><i>late Feb 2007</i></b>



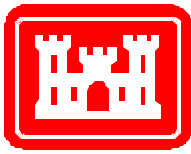
# ***Savannah District***

## ***MILESTONES for Follow-on Task Orders***

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<b><i>Issue D-B Task Order RFP</i></b>	<b><i>Day 0</i></b>
<b><i>Receipt of Technical and Price D-B Proposal</i></b>	<b><i>Day 45</i></b>
<b><i>Award D-B Task Order</i></b>	<b><i>Day 60</i></b>

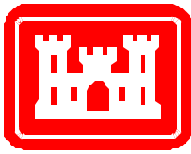


# *Take Away Points*

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***Design-Build Proposals are expected to meet the budget given in the RFP***

- ✓ ***Forget what you have always done for us in the past – use the latitude that the MILCON Transformation RFP allows***
- ✓ ***Be creative***
- ✓ ***Be innovative***
- ✓ ***Use non-traditional construction, materials, and techniques***

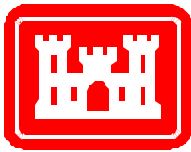


# *Take Away Points*

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**(Continued)**

- ◆ ***Environment is increasingly competitive***
  - ✓ ***Increased number of responses***
  - ✓ ***Increase in “first-time” companies***
- ◆ ***Past performance is critical !***
- ◆ ***Respond to ALL RFP requirements***
- ◆ ***Pay attention to weight and significance assigned to specific factors***



# Take Away Points

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(Continued)

- ◆ ***Meeting the minimum requirements earns a rating of “Satisfactory”, not “Outstanding”***
- ◆ ***Get debriefed – even if you are selected – it is the best way for contractors to learn how to improve their submittals***
- ◆ ***Form your teams NOW!***
- ◆ ***There are significant opportunities for large, unrestricted contractors and small and small disadvantaged business firms to work together.***



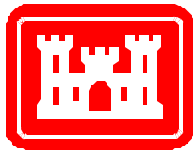


**SOUTH ATLANTIC DIVISION**

**INDUSTRY FORUM  
&  
PRE-PROPOSAL  
CONFERENCE**







# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***

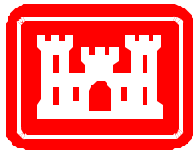
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# ***Military Construction***

## ***FY-07 Through FY-11***

***Jim Kastner  
Mobile District  
21 July 2006***



# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***

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### ***TYPES OF DESIGN & CONSTRUCTION WORK***

***Major Military Construction***

***Minor Military Construction***

***Base Realignment & Closure Construction***

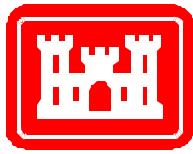
***Military Transformation***

***Operations & Maintenance Construction***

***Demolition***

***Renovations***

***Sustainment, Repair and Maintenance***



# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***

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### ***CUSTOMERS***

***ARMY***

***AIR FORCE***

***NAVY***

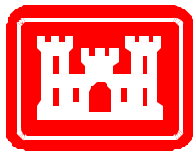
***DEPARTMENT OF DEFENSE***

***DEFENSE LOGISTICS AGENCY***

***DEFENSE INTELLIGENCE AGENCY***

***TRICARE MANAGEMENT AGENCY***

***OTHER DoD AGENCIES***



# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***



### ***CURRENT CONTRACT TOOLS***

- ✓ *INDIVIDUAL RFP  
SOLICITATIONS*
- ✓ *SDB8a  
NEGOTIATED  
CONTRACTS*
- ✓ *SDB 8a IDIQs*
- ✓ *WOMAN OWNED*
- ✓ *HUB ZONE IDIQs*
- ✓ *SDVO IDIQ's*
- ✓ *PURCHASE  
ORDERS*

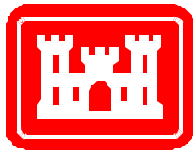
***+***

### ***REGIONAL CONTRACT TOOLS***

- +*** *FACILITY TYPE  
MATOCs/SATOCs*
- +*** *GEOGRAPHIC  
MATOCs*
- +*** *INSTALLATION  
SATOCs*

***=***

***REGIONAL  
MILITARY  
ACQUISITION  
STRATEGY***



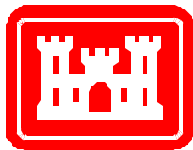
# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***



### ***REGIONAL CONTRACT TOOLS FOR MILITARY WORK***

<i>CONTRACT DESCRIPTION</i>	<i>NO. POOLS</i>	<i>NO. CONTRACTS</i>	<i>TOTAL CAP. \$ (M)</i>
<i>FACILITY TYPE (FT)</i>	<i>14</i>	<i>36 to 49</i>	<i>\$2,755</i>
<i>GEOGRAPHIC GROUP (GG)</i>	<i>9</i>	<i>28 to 32</i>	<i>\$2,580</i>
<i>REIMBURSIBLE PROGRAM (RP)</i>	<i>14</i>	<i>14</i>	<i>\$1,050</i>
<i>TOTAL</i>	<i>37</i>	<i>78 to 95</i>	<i>\$6,385</i>



# SOUTH ATLANTIC DIVISION

## INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE

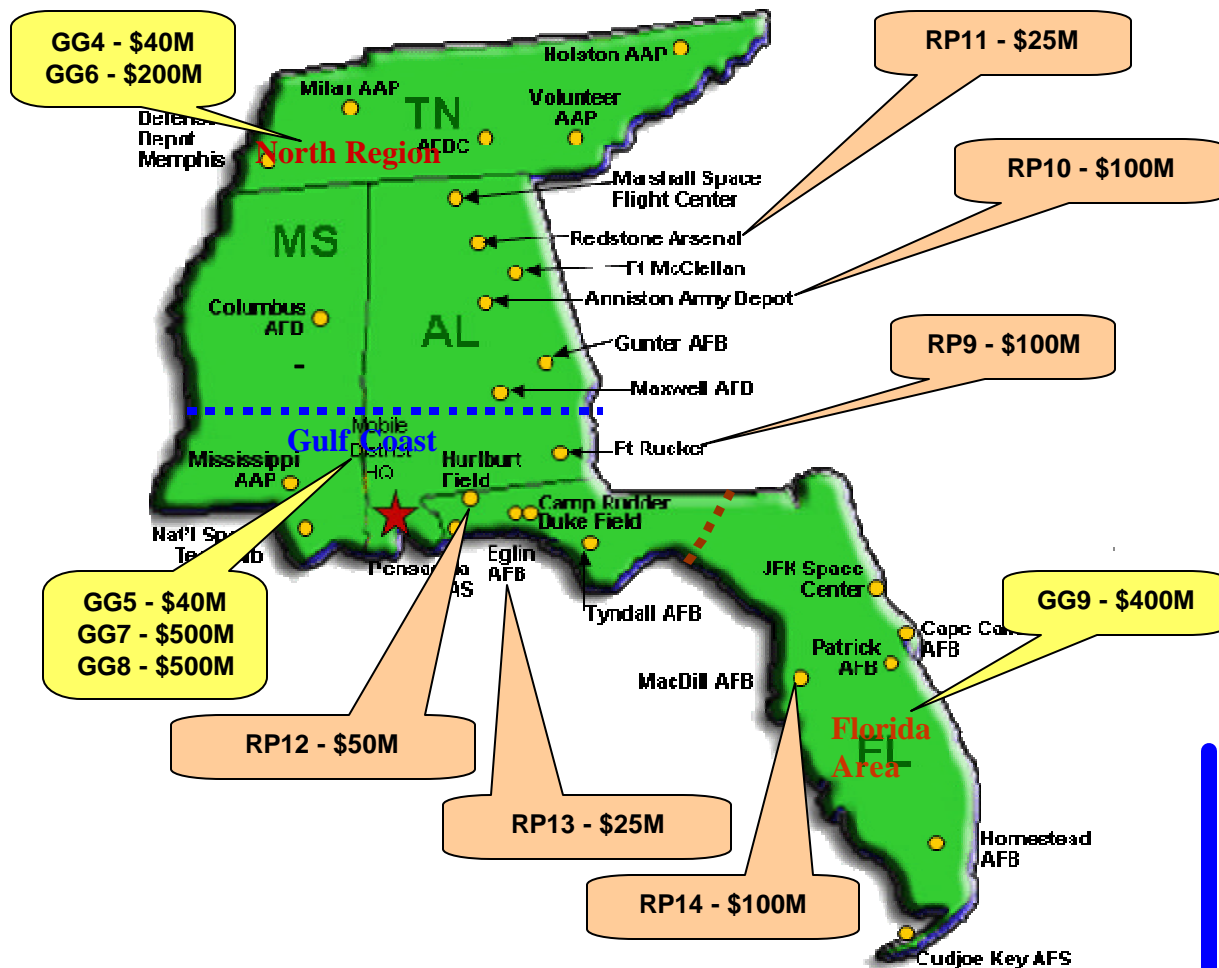


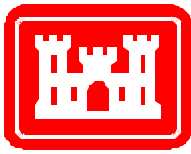
### FIRST SOLICITATION

GG4	MATOC	8(a)	3
GG5	MATOC	8(a)	3
GG6	MATOC	UR	3
GG7	MATOC	UR	3
GG8	MATOC	UR	3
GG9	MATOC	UR	3

### SECOND SOLICITATION

RP9	SATOC	8(a)	1
RP10	SATOC	8(a)	1
RP11	SATOC	8(a)	1
RP12	SATOC	8(a)	1
RP13	SATOC	8(a)	1
RP14	SATOC	8(a)	1





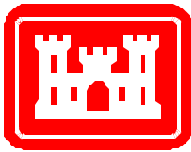
# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***



### ***FIRST SOLICITATION "GEOGRAPHIC GROUPS"***

<b>Item No.</b>	<b>Contract Description</b>	<b>Cont. Tool</b>	<b>8(a) HUB UR</b>	<b>Contract Quantity</b>	<b>Est. Min. Task Order Amount</b>	<b>Est. Max. Task Order Amount</b>	<b>Total Years With Option</b>	<b>Total Pool Capacity</b>
<b>GG4</b>	<b><i>General Const. Mobile North Region</i></b>	<b><i>MATOC</i></b>	<b><i>8(a)</i></b>	<b><i>3</i></b>	<b><i>\$100K</i></b>	<b><i>\$10M</i></b>	<b><i>5</i></b>	<b><i>\$40M</i></b>
<b>GG5</b>	<b><i>General Const. (Eglin AFB, FL)</i></b>	<b><i>MATOC</i></b>	<b><i>8(a)</i></b>	<b><i>3</i></b>	<b><i>\$100K</i></b>	<b><i>\$10M</i></b>	<b><i>5</i></b>	<b><i>\$40M</i></b>
<b>GG6</b>	<b><i>General Const. Mobile North Region</i></b>	<b><i>MATOC</i></b>	<b><i>UR</i></b>	<b><i>3</i></b>	<b><i>\$5M</i></b>	<b><i>\$125M</i></b>	<b><i>5</i></b>	<b><i>\$200M</i></b>
<b>GG7</b>	<b><i>General Const. (Eglin AFB, FL)</i></b>	<b><i>MATOC</i></b>	<b><i>UR</i></b>	<b><i>3</i></b>	<b><i>\$5M</i></b>	<b><i>\$125M</i></b>	<b><i>5</i></b>	<b><i>\$500M</i></b>
<b>GG8</b>	<b><i>General Const. Gulf Coast</i></b>	<b><i>MATOC</i></b>	<b><i>UR</i></b>	<b><i>3</i></b>	<b><i>\$5M</i></b>	<b><i>\$125M</i></b>	<b><i>5</i></b>	<b><i>\$500M</i></b>
<b>GG9</b>	<b><i>General Const. Central/South Florida</i></b>	<b><i>MATOC</i></b>	<b><i>UR</i></b>	<b><i>3</i></b>	<b><i>\$5M</i></b>	<b><i>\$125M</i></b>	<b><i>5</i></b>	<b><i>\$400M</i></b>



# ***SOUTH ATLANTIC DIVISION***

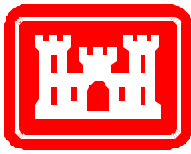
## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***



### ***SECOND SOLICITATION "INSTALLATION PROGRAM"***

<b>Item No.</b>	<b>Contract Description</b>	<b>Cont. Tool</b>	<b>8(a) HUB UR</b>	<b>No. contracts</b>	<b>Est. Min. Task Order Amount</b>	<b>Est. Max. Task Order Amount</b>	<b>Total Years With Options</b>	<b>Total Pool Capacity</b>
<b>RP9</b>	<b><i>General Const. Ft. Rucker, AL</i></b>	<b>SATOC</b>	<b>8(a)</b>	<b>1</b>	<b>\$50K</b>	<b>\$2M</b>	<b>5</b>	<b>\$100M</b>
<b>RP10</b>	<b><i>General Const. Anniston Army Depot, AL</i></b>	<b>SATOC</b>	<b>8(a)</b>	<b>1</b>	<b>\$50K</b>	<b>\$2M</b>	<b>5</b>	<b>\$100M</b>
<b>RP11</b>	<b><i>General Const. Redstone Arsenal, AL</i></b>	<b>SATOC</b>	<b>8(a)</b>	<b>1</b>	<b>\$50K</b>	<b>\$2M</b>	<b>5</b>	<b>\$25M</b>
<b>RP12</b>	<b><i>General Const. Hurlburt Field, FL</i></b>	<b>SATOC</b>	<b>8(a)</b>	<b>1</b>	<b>\$50K</b>	<b>\$2M</b>	<b>5</b>	<b>\$50M</b>
<b>RP13</b>	<b><i>General Const. Tyndall AFB, FL</i></b>	<b>SATOC</b>	<b>8(a)</b>	<b>1</b>	<b>\$50K</b>	<b>\$2M</b>	<b>5</b>	<b>\$25M</b>
<b>RP14</b>	<b><i>General Const. MacDill AFB, FL</i></b>	<b>SATOC</b>	<b>8(a)</b>	<b>1</b>	<b>\$50K</b>	<b>\$2M</b>	<b>5</b>	<b>\$100M</b>





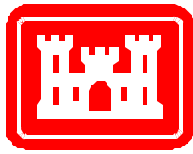
# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***



### ***FIRST & SECOND SOLICITATION -ADVERTISING & AWARD SCHEDULE***

<b><i>MILESTONE</i></b>	<b><i>GG</i></b>	<b><i>RP</i></b>
<b><i>ISSUE FED BIZ OPS</i></b>	<b><i>19 Jul 06A</i></b>	<b><i>17 Jul 06A</i></b>
<b><i>INDUSTRY FORUM &amp; PRE-PROPOSAL CONF.</i></b>	<b><i>21 Jul 06A</i></b>	<b><i>21 Jul 06A</i></b>
<b><i>ISSUE SOLICITATION</i></b>	<b><i>15 Aug 06</i></b>	<b><i>15 Aug 06</i></b>
<b><i>PROPOSALS DUE</i></b>	<b><i>2 Oct 06</i></b>	<b><i>16 Oct 06</i></b>
<b><i>SOURCE SELECTION EVALUATION</i></b>	<b><i>10 Oct 06</i></b>	<b><i>23 Oct 06</i></b>
<b><i>AWARD CONTRACT</i></b>	<b><i>Nov-Dec 06</i></b>	<b><i>Nov-Dec 06</i></b>



# **SOUTH ATLANTIC DIVISION**

## **INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE**

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### **PROPOSAL SUBMITTAL REQUIREMENTS FIRST & SECOND SOLICITATION**

#### **VOLUME I – PERFORMANCE CAPABILITY**

##### **✓ ORGANIZATION**

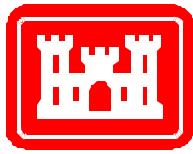
- *Home Office Management and Support*
- *Home Office Support for Design Build Task Orders*
- *Professional Design Services*
- *Construction Management Team*
- *Quality Control Team*

##### **✓ SPECIALIZED EXPERIENCE**

- *Prime Contractor*
- *Design Firm*

##### **✓ PAST SAFETY PERFORMANCE**

##### **✓ PAST PERFORMANCE ON UTILIZATION OF SMALL BUSINESS CONCERNS (U.R. ONLY)**



# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***

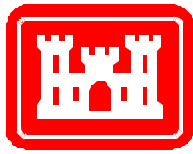
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## ***PROPOSAL SUBMITTAL REQUIREMENTS FIRST & SECOND SOLICITATION***

### ***VOLUME II – PRO FORMA REQUIREMENTS***

- ✓ *Representations and Certifications*
- ✓ *Bonds*
- ✓ *Standard Form 1442*
- ✓ *Proposal Bid Contract Line Item Number Schedule*
- ✓ *Financial Statement*
- ✓ *List of Present Commitments*



# ***SOUTH ATLANTIC DIVISION***

## ***INDUSTRY FORUM & PRE-PROPOSAL CONFERENCE***

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*Federal Technical Data System (FedTeDS)*

[\*https://www.fedteds.gov\*](https://www.fedteds.gov)

*US Army Corps of Engineers, South Atlantic Division*

[\*http://www.sad.usace.army.mil/contracting.htm\*](http://www.sad.usace.army.mil/contracting.htm)

*US Army Corps of Engineers, Mobile District*

[\*http://www.sam.usace.army.mil/ct/contractorinfo.htm\*](http://www.sam.usace.army.mil/ct/contractorinfo.htm)

*US Army Corps of Engineers, Savannah District*

[\*http://www.sas.usace.army.mil/ct/ctpage.htm\*](http://www.sas.usace.army.mil/ct/ctpage.htm)

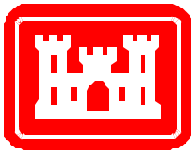




**SOUTH ATLANTIC DIVISION**

**INDUSTRY FORUM  
&  
PRE-PROPOSAL  
CONFERENCE**



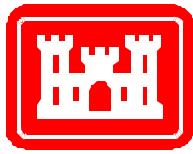


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# **South Atlantic Division**

## **Post Award Contract Administration**

**Joe Caggiano  
Savannah District  
21 July 2006**

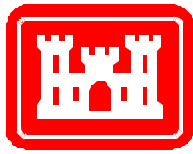


# Objective

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To discuss difference in the way we both will be doing business in the future and highlight special items of interest.



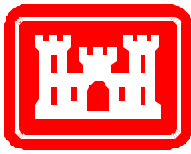
# Seamless Contract Administration

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- One Schedule/One NTP
- One Budget for design and construction
- One Contractor to design/build
- One contract administrator





# Division 1

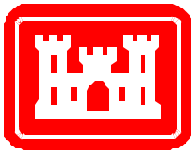
## General Requirements

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### Sections

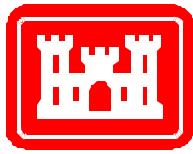
- 01010 Statement of Work
- 01012 Design After Award
- 01312A Quality Control System (QCS)
- 01320A Project Schedule
- 01330 Submittal Procedures
- 01355A Environmental Protection
- 01451A Contractor Quality Control
- 01500 Temporary Construction Facilities
- 01670 Recycled/Recovered Materials
- 01780 Closeout Submittals



# Design After Award

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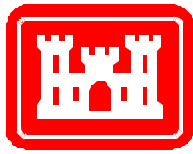
- Section 1012 is written to facilitate the efficient administration of the design after award process on a design-build construction contract.
- This process represents the Contractor's design substantiation that the construction product proposed meets the (RFP) and the final accepted Contractor's proposal. The purpose of the Government review is to assure compliance with the contract, not to redesign the proposal nor impose requirements, preferences, or desires on the Contractor after award.



# Partnering Conference



- Partnering Conference will normally be held in conjunction with the pre-work conference.
- Design or construction issues affect each other in time and cost and the integrated design and construction schedule is very sensitive to delays.
- The Government must be more responsive to the information, review and decision needs of the D-B Contractor.

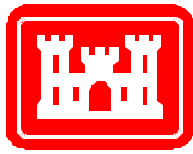


# Initial Design Conference

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- Open discussion – clarify intent – establish a common understanding of the contract/project and the designers approach.
- Purpose: “To introduce everyone and to make sure any needs the contractor has are assigned and due dates established as well as who will get the information.”
- Address the coordination with the government provided or private utilities with D-B contractor.
- The design will proceed quickly after this meeting.



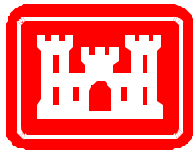
# Designer's Role

## Ensure Technical Integrity

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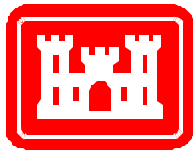
- Produce Plans and Specifications
- Review Shop Drawings
- Correct Errors and Omissions
- Resolve Field Problems
- Provide Site Inspections



# Designer of Record (DOR)



- On a design-build contract the DOR has the responsibility to provide technical products which meet the contract at no less than the standard of care within the commercial industry. The key to understanding the DOR concept is that the Government is no longer responsible for the design product produced, that responsibility belongs to the design-build Contractor.
- Government participants do not direct Contractor design and/or construction solutions.



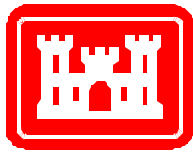
# Schedule Management

## (Section 01320A)

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- Construction will start before the design is completed – Fast Track
- Design and construction evolve with each other throughout the process.
- Schedule concerns:
  - Preliminary Schedule – for first 60 days - include design phase
  - Initial Schedule – still during the design phase.
  - Detailed Initial Schedule – provided once the design is completed and the contractor knows exactly what he will be constructing.

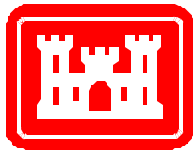


# Design Review Process



- The design review process after award will not reflect the standard design review process long established within the Corps. The design-build design review process will be more expedited, more focused on contract compliance vs. preferences or designer opinions, and separated into parts/pieces which best suit the design-builder's construction practices and expectations.



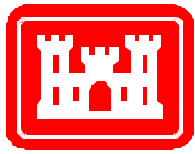


# Design Packaging

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- The decision on the number and content of the design submittals belongs to the Contractor.
- The contractor may elect to divide the design into no more than ten (10) design packages per major facility type and no more than three (3) design packages for site and associated work.
- The Contractor can modify the design package definitions and timelines for submissions as necessary.

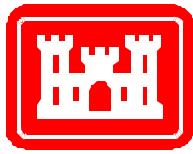


# Design Plans & Specs

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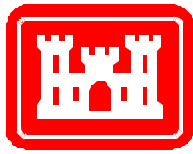
- Construction Documents – Plans and Specs
- Level of Detail – in some instances it will be less than what we are accustomed to. (see next slide)
- Use of Performance Specs
- Use of Shop Drawings – you will see more information in the shop drawings than in the design drawings.



# Design Level of Detail



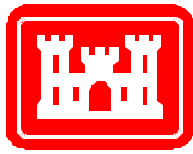
- The design drawings will be developed to the level necessary to enable the construction forces to construct the facility. Since the DOR does not necessarily have to provide documents suitable for competitive bid, in many cases the drawings and specifications produced will list model numbers and manufacturers, and incorporate vendor specific shop drawings and information.



# Key Items for Design Review



- Design is the Contractor's responsibility
- Government reviews for conformance, not for approval
- Contractor's design can use brand name items
- Design can change during contract life – as long as it still meets the contract
- 100% design is not required to begin construction – contractor can start construction before all design is complete (fast track).

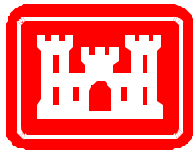


# Release for Construction

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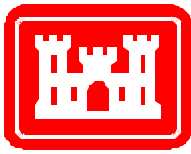
- The Contractor's design process results in documents which demonstrate that the Contractor can construct a facility which will meet our contractual requirements.
- The ACO will release design packages for construction when all Government comments have been resolved. Discussion items, designer preference, and/or User requested change comments should not be reasons for withholding Contractor release for construction.



# Construction Submittals



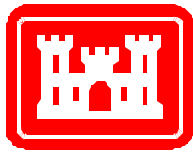
- With regards to deviations to the accepted design that still comply with the contract (solicitation and accepted proposal), the government has the right to non-concur with the deviation if such deviation will create an impact to the government due to commitments made by the government based upon the accepted design. For example, if the government has initiated actions for procurement of equipment, furniture, or services based upon the accepted design that would now impact (time and/or cost) the government to make changes to the applicable commitments, the government can nonconcur to the deviation and require the contractor to perform in accordance with previously accepted design.



# Submittal Register



- The DOR, not the government, has the responsibility to develop the submittal register. It is the DOR's responsibility to identify those additional submittals (in addition to those outlined in the contract) necessary for review and approval by all parties.
- The submittal register is intended as a “living document” to be updated and expanded as the design proceeds. Each design package shall include those submittal register additions as they relate to the design package being submitted.



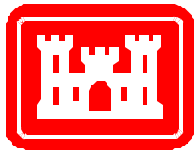
# Deviating From the Accepted Design

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- In addition to the Government's concurrence, in order to maintain design integrity and to enhance the DOR's control and responsibility for design integrity, the contract requires that the DOR must approve any revisions to the reviewed and accepted design documents. The contract also requires that the DOR professionally acknowledge its concurrence with differences between the as-built documentation and the previously submitted drawings and specifications, which the contract will require to be stamped and sealed by the DOR.

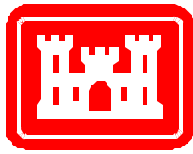




# D-B Sources for Changes



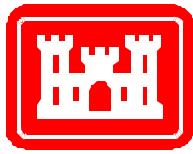
- Errors and Omissions – incorrect or omitted items in the RFP. Errors and Omissions in the Contractor's design are his responsibility. He is owed no \$ and time to correct his errors.
- User Enhancements
- Differing Site Conditions
- Value Engineering – on the RFP requirements, not on the Contractor's design.
- Variation in Estimated Quantities
- Suspension of Work



# Other D-B Issues



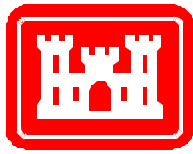
- Progress payments – allows for an additional payment during each month.
- Contract acceptance – if we have performance requirements, include performance testing to ensure compliance.
- Codes (next slide)



# ICC/IBC



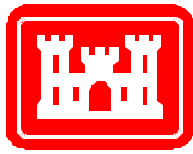
- The Corps of Engineers has been designing Military Construction projects utilizing the codes since July 2002.
- The difference now is that on Army projects, we will no longer be using our Unified Facilities Guide Specification (UFGS), but will be using commercial specs. Also, very few of our Unified Facilities Criteria (UFC) will be used. Commercial specs are much more open and general and do not have specific requirements as our UFGS and UFCs do.
- Contractor can now choose construction type (I to V).



# IBC/UFC



- Very few of our Unified Facilities Criteria (UFC) will be used.
  - **Exceptions:**
    - DOD Minimum Antiterrorism Standards for Building (UFC-4-010-01).
    - Design of Building to Resist Progressive Collapse (UFC-023-03).
    - Fire Protection Engineering for Facilities (UFC 3-600-01).



# IBC/UFC



- 
- Design and O & M, Mass Notification System (UFC 4-021-01).
  - Telecommunication Bldg Cabling System Planning/Design (UFC 3-580-01).
  - You will find that in our solicitations some of the IBC Chapters are modified by the UFC.

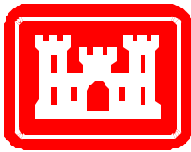




**SOUTH ATLANTIC DIVISION**

**INDUSTRY FORUM  
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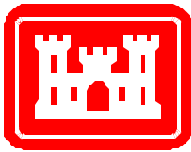
# Impact on Small Business



- USACE MILCON awards topped **\$6.7 Billion** in FY 05
- SAD *largest* MILCON program in US Army Corps of Engineers in FY 05
- Potential **\$9 Billion** impact in SAD footprint over next *2-5 years*

	Total \$	SB \$	% SB	Total Actions	SB Actions
SAD	1.282B	525M	40.94	3,902	2,194
USACE Total	6.711B	2.986B	44.51	24,194	13,811

**HUGE OPPORTUNITIES FOR ALL SMALL BUSINESSES!**



# Subcontracting Plans

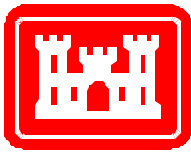


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## ***FY 2006 Subcontracting Goals For Large Businesses***

<i>Small Business</i>	51.2%
<i>Small Disadvantaged Business</i>	8.8%
<i>Woman Owned Small Business</i>	7.3%
<i>Historically Underutilized Business</i>	3.1%
<i>Service Disabled Veteran-owned Small Business</i>	1.5%





# Reminders



## **PLEASE stop by our booth for:**

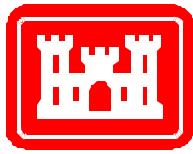
- ◆ ***HANDOUT of the Savannah District FY-07 Military Program – broken down into specific RFPs***
  - ◆ ***HANDOUT of the Mobile District FY-07 Military Program***
  - ◆ ***HANDOUT of the “best guess” at the FY-08 thru FY-11 Army MILCON and BRAC Program***
- (No forecast currently available for AF & DoD)***



**SOUTH ATLANTIC DIVISION**

**INDUSTRY FORUM  
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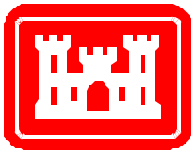




# Discussion

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## Questions and Answers



# South Atlantic Division

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## THANK YOU!

***We appreciate your interest in  
doing business with the United  
States Army Corps of  
Engineers as well as your  
attendance at today's Industry  
Forum & Pre-proposal  
Conference.***